

## Message Text

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ACTION EUR-12

INFO OCT-01 IO-10 ISO-00 STR-04 CIAE-00 PM-04 INR-07 L-03

ACDA-05 NSAE-00 PA-01 SS-15 PRS-01 SP-02 USIA-06

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FM USMISSION NATO

TO SECSTATE WASHDC 4142

SECDEF WASHDC

INFO USMISSION GENEVA

USMISSION EC BRUSSELS

USMISSION OECD PARIS

USNMR SHAPE

C O N F I D E N T I A L USNATO 5719

PASS STR AND COMMERCE; SHAPE FOR POLAD; GENEVA FOR MTN

E.O. 11652: GDS

TAGS: MILO, MPOL, PFOR, ETRD, OECD, EEC, NATO

SUBJ: GOVERNMENT PROCUREMENT AND NATO STANDARDIZATION

REF: A. OECE PARIS 24475, 221954Z SEPT 75

B. USNATO 5016, 151750Z SEPT 75

1. THIS IS A JOINT USEC/USNATO MESSAGE.

2. OFFICERS OF OUR TWO MISSIONS MET RECENTLY TO DISCUSS THE POSSIBLE RELATIONS BETWEEN ISSUES RAISED IN THE REFERENCE MESSAGES: (A) US PROPOSALS IN THE OECD TRADE COMMITTEE ON A DRAFT CODE LIBERALIZING GOVERNMENT PROCUREMENT; AND (B) THE US INITIATIVE IN NATO TO ENCOURAGE STANDARDIZATION OF MILITARY EQUIPMENT DEVELOPMENT AND PROCUREMENT AMONG THE ALLIES TO CONFIDENTIAL

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ENHANCE MILITARY EFFECTIVENESS AND MORE EFFICIENT USE OF LIMITED DEFENSE FUNDING. GIVEN THE ROLE OF THE EC-NINE IN THE FORMER EXERCISE AND THE SAME GROUP (LESS IRELAND) IN THE LATTER, AND THE FACT THAT BOTH INVOLVE GOVERNMENT PURCHASING IT SEEMED

POSSIBLE THAT, AT SOME LATER STAGE, US ACTIVITIES IN THESE FORA MIGHT MUTUALLY REINFORCE EACH OTHER WHEN TAKING INTO CONSIDERATION US BARGAINING ASSETS IN EACH CASE. WE NOTED, HOWEVER, THAT EACH EXERCISE WAS BASED UPON A DIFFERENT PRINCIPLE. IN THE OECD CODE THERE WOULD HAVE TO BE A REASONABLE BALANCE OF POTENTIAL GOVERNMENT MARKETS THAT ARE BEING OPENED, BUT THE ACTUAL TRADE BALANCE WILL DEPEND UPON THE COMPETITIVE ABILITY OF PRIVATE COMPANIES DEALING IN A VAST RANGE OF GOODS. THE NATO EXERCISE HAS THE OVERRIDING OBJECTIVE OF IMPROVING THE QUALITY OF THE DEFENSE EFFORT.

3. THE STANDARDIZATION INITIATIVE HAS NOT YET DEVELOPED FULLY ENOUGH TO PERMIT RECOMMENDATIONS ON AN INTERRELATIONSHIP OF TACTICS OR ON POSSIBLE TRADE-OFFS. NEVERTHELESS, IT APPEARS FROM REF A THAT THE US WILL BE TAKING IMPORTANT DECISIONS ON THE "GOVERNMENT PROCUREMENT CODE" IN PREPARATION FOR A DECEMBER MEETING. THUS, WE WOULD SUGGEST THAT WASHINGTON AGENCIES RESPONSIBLE FOR EACH EXERCISE STAY IN TOUCH, WITH THE AIM OF ASSURING THAT THE US TAKES FULL ADVANTAGE OF THE POTENTIAL BENEFITS IN BOTH EXERCISES. STREATOR

CONFIDENTIAL

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SECDEF INFO GENEVA  
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